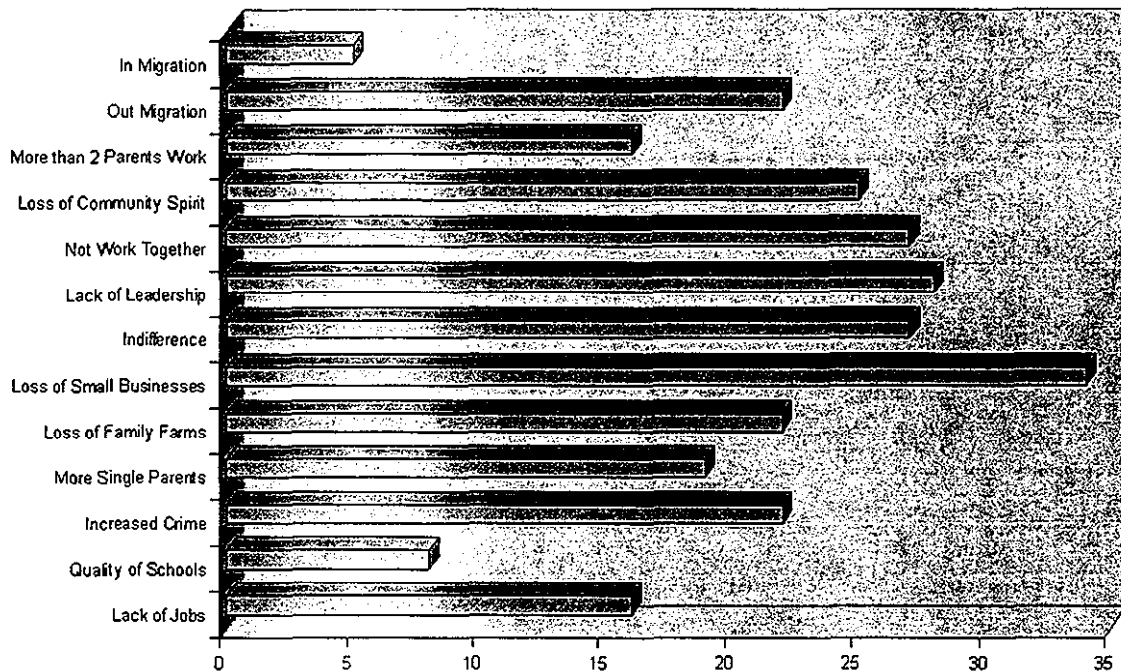


## TWENTY YEARS OF SERVICE BY THE IOWA SBDC

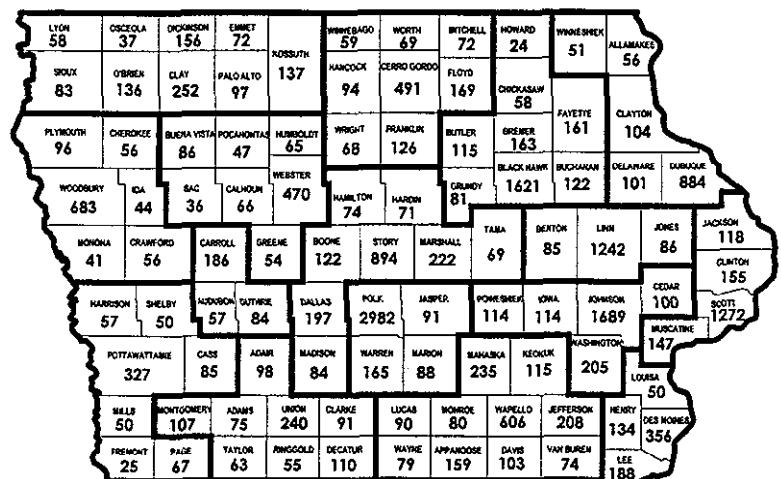
- The Iowa SBDC is part of a 50 state national program funded through the U.S. Small Business Administration with the required matching funds from the state.
- Two decades of serving Iowa's small and medium size business owners... the only hands-on" service provider reaching existing businesses and start-ups in all 99 counties.
- Small business is the backbone of the Iowa economy - over 99% of all registered businesses in Iowa are "small" by federal definition. From small- and mid- sized businesses come:
  - the most technological and innovative changes
  - the most new job generation
  - the most sources of employment for both the young and the elderly
  - the most individual and business tax revenue supporting the state
- The "fear of losing small businesses locally" was the most significant concern of Iowa's cities according to an Iowa State University study. The Iowa SBDC helps Iowa companies grow and prosper and works with distressed companies to help them stay in business and contribute to the economy.
- An invaluable link between banks, other financing entities, venture capitalists, government programs, chambers of commerce and the small- and mid-size business community, the SBDC is the hands-on assistance part of economic development.
- If provided resources, the SBDC could do even more, expanding on such vital areas as:
  - Technology commercialization and use of technology
  - Value-added agriculture
  - Access to capital for new ventures
  - International trade development
  - Employee training
  - Enhanced mentoring of existing businesses
  - Services to women, minorities and persons with disabilities
- Independent studies report that the Iowa SBDC program returns \$3.30 in tax income for every \$1.00 spent. These additional tax revenues, e.g., \$6.8 million in 1999, plus helping the state to create quality job opportunities for Iowa's present and future workforce are reasons to continue full support of the Iowa SBDC.

In 1998, Iowans viewed the loss of small businesses as **the number one threat to the future of their communities**, according to an ISU survey.



The SBDC is the **only** statewide small business service provider.

## The Statewide Network of the Iowa Small Business Development Centers



### Clients Counseled by County 1996-2000

Last year alone, we reached 11,147 small business owners and pre-venture entrepreneurs in **all of Iowa's 99 counties.**